

2016/2017 PEPPM E-RATE NETWORK EQUIPMENT QUOTE PROCESS: LEASING OPTION

SCHOOL: GREENCASTLE-ANTRIM SD (GASD)

BID NUMBER: GASD - QUOTE YR200006A-LEASE: PEPPM MINI BID PROCESS FOR EQUIPMENT LEASING

SUBJECT ITEM: NETWORK EQUIPMENT, RELATED COMPONENTS & INITIAL INSTALLATION SERVICES AS PER LEASING SERVICE OPTION

NOTE: RESPONDENT IS REQUIRED TO SUBMIT THEIR PEPPM QUOTE ON THE WORKSHEET BELOW AND ON THE OTHER TWO WORKSHEETS FOR EACH BID ITEM FOR WHICH THEY ARE CONTRACTED PROVIDING TO: THE RESPONDENT'S NAME, COMPANY NAME AND WEBSITE IN EACH ROW. FORMERLY VIA EMAIL TO THE FRN@PEPPMFORTRANSPORTATIONANDINFRASTRUCTURE.COM E-MAIL ADDRESS BY 12:00 P.M. ON MARCH 30TH, 2017. [TODAY'S DATE, 2/20/2016, REFLECTS "LEASING PEPPM QUOTE" IN THE SUBJECT.](#) [USE THE RESPONDING NUMBER, NAME, ADDRESS, PHONE, FAX, E-MAIL, COMPANY, ADDRESS, AND WEBSITE, AS TO INCLUDE: "GREENCASTLE-ANTRIM SD \(GASD\) - QUOTE YR200006A-LEASE: PEPPM MINI BID PROCESS FOR EQUIPMENT LEASING SERVICE OPTION".](#)

COMMENT: LISTED BELOW ARE VARIOUS NETWORK EQUIPMENT SOLUTIONS AND CORRESPONDING RELATED COMPONENTS. THE DISTRICT IS INTERESTED IN EXPLORING THE COST/FEASIBILITY OF LEASING SAID ITEMS FOR A 3-YEAR OR 5-YEAR OPTION TERM. THE INTERESTED PEPPM VENDOR IS TO POPULATE THE RESPONDENT FIELDS (HIGHLIGHTED IN LIGHT PURPLE AND MARKED WITH AN "X" OR "0000") WHERE INSTRUCTED WITH THEIR PRICING AND/OR SUBMIT EQUIVALENTS IN THE PINK-HIGHLIGHTED COLUMNS. IT SHOULD BE NOTED THAT THERE ARE AREAS WHERE THE RESPONDENT HAS OPPORTUNITY TO SUBMIT QUANTITY DISCOUNT PRICING IF RELEVANT HOWEVER; THERE ARE NO GUARANTEE OF SPECIFIC QUANTITIES IMPLIED FOR FINAL ORDERING. IF THE RESPONDENT IS NOT SUBMITTING A QUOTE FOR A PARTICULAR ITEM THEN THEY SHOULD ENTER "N/A" IN THAT AREA. IF INSTALLATION COSTS ARE THE SAME NO MATTER WHAT QUANTITY IS ORDERED THEN THE RESPONDENT MUST ENTER THAT AMOUNT IN ALL INSTALLATION COSTS FIELDS. THE PRICING AND SOLUTIONS PROVIDED BY THE RESPONDENT ON THIS WORKSHEET MUST ALSO ABIDE BY ALL BID CONDITIONS AS OUTLINED IN THE ENTIRE BID. THE SCHOOL RESERVES THE RIGHT TO AWARD BID ITEMS SEPARATELY OR AS A WHOLE BY WORKSHEET WHICH WILL BE DETERMINED BY THE SCHOOL BASED ON SPECIFIC NEEDS, ADVANTAGES AND/OR CHALLENGES. PLEASE FOLLOW ALL INSTRUCTIONS IN FULL AS PRESENTED TO INSURE THAT YOUR QUOTE RESPONSE IS VALID AND CAN BE ACCEPTED ACCORDINGLY. PEPPM QUOTE RESPONSES WILL BE SCORED BASED ON THE CRITERIA LISTED AT THE BOTTOM OF THIS DOCUMENT IN THE PINK HIGHLIGHTED BOX WHEREAS PRICING WILL BE THE MOST HEAVILY WEIGHTED CRITERIA. THE DISTRICT CURRENTLY LEVERAGES AN EXTENSIVE HYBRID SOLUTION EQUIPMENT INFRASTRUCTURE BUT WILL CONSIDER ALTERNATIVE EQUIVALENT SOLUTIONS. IN ADDITION TO RETURNING THIS EXCEL FILE (FILLED OUT) AS PER THE DIRECTIONS LISTED BELOW THE RESPONDENT MUST ALSO INCLUDE THE SIGNED CONTRACT PAGE DOCUMENT WHICH WAS INCLUDED IN THE E-MAIL SENT TO THE PEPPM VENDOR COMMUNITY INFORMING THEM OF THIS OPPORTUNITY.

NOTE: THIS IS THE COMPLETE, DUALY SIGNED CONTRACT FROM WHICH ACCEPTED ITEM/PER UNIT/PER YEAR LEASE PRICING WAS LEVERAGED/EXTENDED FOR THE FRN BULK UPLOAD WHICH DID NOT EXECUTE PROPERLY.

RESPONDENT NAME:

ePlus Technology

RESPONDENT CONTACT NAME:

gail rucker

CONTACT E-MAIL:

grucker@eplus.com

CONTACT PHONE:

| Manufacturer | Part Number | Product Name | Product Description | Product Note | 3-YEAR LEASING COST/UNIT: | 5-YEAR LEASING COST/UNIT: | Comment | Vendor Substitution Manufacturer | Equivalent Substitution Part Number | Equivalent Substitution Product Name | Equivalent Substitution Product Description | Equivalent Substitution Product Note (if needed) | Equivalent Substitution 3-YEAR LEASING COST/UNIT: | Equivalent Substitution 5-YEAR LEASING COST/UNIT: | Equivalent Substitution Comment |
|------------------|-----------------|--|--|--------------|---------------------------|---------------------------|---|----------------------------------|-------------------------------------|--------------------------------------|---|--|---|---|---------------------------------|
| Extreme Networks | 56-CHASSIS-P04 | 5-SERIES 56 AND 4-BAY POE CHASSIS | 5-Series 56 Chassis and fan tray with 4 bay POE subsystems. Front to back cooling. (Routers and POE power supplies ordered separately) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 57B206-0848-FBA | 5180 48PORT TS FABRIC | 5-Series 5180 Class I/O-Fabric Module, Load Sharing, 48 Ports 10/100/1000BASE-T via RJ45 with PoE (802.3at) and two Type2 option slots (load in 5A/5A/5A/5A) EEE Capable | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 57B206-0848-FBA | 5180 48PORT TS FABRIC | 5-Series 5180 Class I/O-Fabric Module, Load Sharing, 48 Ports 10/100/1000BASE-T via RJ45 with PoE (802.3at) and two Type2 option slots (load in 5A/5A/5A/5A) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 50K208-0204 | 4 PORTS SFP+ TYPE2 OM | 5-Series Option Module (Type2) - 4 Ports 10GBASE-X via SFP+ (Compatible with Type2 option slots) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 5-AC-PS | 5-SERIES AC POWER SUPPLY 515/5A/08 | 5-Series AC power supply, 20A, 100-240VAC input, (120V/1600W) (for use w/ 5025/5025E) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 56179 | X450-G2-48p-1000A-Base | Summit X450-G2 48 10/100/1000BASE-T PoE, 4 x 100BASE-X integrated SFP+, two 25GB stacking ports, 2 integrated power supply slots, fan module slot (unpopulated), ExtremeXOS Edge license | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 10941 | Summit 1300W AC PSU FB | 1300W AC Power Supply Module - front to back airflow | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 10945 | Summit X460-G2 Fan module FB | FAN Module for Summit X460-G2 Series Switches - front to back airflow | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 106R-G2-SFP | SFP+ PLUGGABLE COPPER CABLE 3M | 10GbE, pluggable copper cable assembly with integrated SFP+ transceiver, 3 meters | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 10099 | Power Cord, 13A, NEMA 5-15, IEC320-C15 | US | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 5601313-01 | Per Cord, 13A,NEMA 5-15P,C15 | American | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 5602019-001 | USA,CORD,NEMA 5-20,C15,25ALD | American | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 97004-H30706 | EW N80 A4R | EW N80 A4R (DEFINE AND BREAKOUT COST/YEAR) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 97004-H30707 | EW N80 A4R | EW N80 A4R (DEFINE AND BREAKOUT COST/YEAR) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 97004-H30706 | EW N80 A4R | EW N80 A4R (DEFINE AND BREAKOUT COST/YEAR) | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 12101 | PowerNet 100-40 | PowerNet 100-40 | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |
| Extreme Networks | 57K-895-500PS | 100W 802.3AT POE POWER SUPPLY | 100W 802.3AT POE POWER SUPPLY | | \$0.00 | \$0.00 | [see included detail sheets and pricing as per leasing options] | x | x | x | x | x | \$0.00 | \$0.00 | |

LEGEND/DEFINITION OF BID SCORING CRITERIA

| | |
|-------------|--|
| CRITERIA #1 | LOWEST COST FOR EQUIVALENT MINIMUM ITEM (60%) |
| CRITERIA #2 | SERVICE PROVIDER'S SOLUTION INTEGRATION WITH EXISTING INFRASTRUCTURE (30%) |
| CRITERIA #3 | DISTRICT'S PREVIOUS EXPERIENCE WITH PRODUCT AND/OR SERVICE PROVIDER (20%) |
| CRITERIA #4 | SERVICE PROVIDER'S E-RATE COMPLIANCE AND UNDERSTANDING (10%) |
| CRITERIA #5 | N/A |
| CRITERIA #6 | N/A |

YR20 (2017/2018) E-RATE WIRELESS EQUIPMENT PEPPM MINI BID/QUOTE SPREADSHEET RE: LEASING OPTION

SCHOOL: GREENCASTLE-ANTRIM SD (GASD)

BID NUMBER: GASD- QUOTE YR200006B-LEASE: PEPPM WIRELESS MINI BID PROCESS FOI

SUBJECT ITEM: WIRELESS NETWORK EQUIPMENT & RELATED COMPONENTS & INITIAL INSTALLATION SERVICES AS PER LEASING OPTION

NOTE: RESPONDENT IS REQUIRED TO SUBMIT THEIR PEPPM QUOTE ON THE WORKSHEET BELOW AND ON THE OTHER TWO WORKSHEETS FOR EACH BID ITEM FOR WHICH THEY ARE CONTRACTED FOR/REPLYING TO. THE RESPONDENT'S FINAL COMPLETED EXCEL FILE MUST BE SUBMITTED IN EXCEL FORMAT VIA E-MAIL TO THE ERATESUPPORT2017@ADVANCEDGESOLUTIONS.COM E-MAIL ADDRESS BY 12:00 P.M. ON MARCH 20TH, 2017. THE E-MAIL SHOULD REFERENCE "GASD PEPPM QUOTE" IN THE SUBJECT LINE. THE RESPONDING BIDDER MUST SUBMIT THE FILLED OUT EXCEL FILE IN EXCEL FORMAT AFTER RENAMING IT TO INCLUDE "- (insert vendor name)" AT THE END OF THE DOCUMENT NAME. (EX. "GREENCASTLE-ANTRIM YR20 PEPPM WIRELESS MINI-BID LEASING SPREADSHEET - ACME COMPANY").

COMMENT: LISTED BELOW ARE VARIOUS WIRELESS EQUIPMENT SOLUTIONS AND CORRESPONDING RELATED COMPONENTS. **THE DISTRICT IS INTERESTED IN EXPLORING THE COST/FEASIBILITY OF LEASING SAID ITEMS VIA A 3-YEAR OR 5-YEAR OPTION TERM.** THE INTERESTED PEPPM VENDOR IS TO POPULATE THE RESPONDENT FIELDS (HIGHLIGHTED IN LIGHT PURPLE AND MARKED WITH AN "X" OR "\$0.00") WHERE INSTRUCTED WITH THEIR PRICING AND/OR SUBMIT EQUIVALENT SOLUTION RECOMMENDATIONS IN THE PINK-HIGHLIGHTED COLUMNS. IT SHOULD BE NOTED THAT THERE ARE AREAS WHERE THE RESPONDENT HAS OPPORTUNITY TO SUBMIT QUANTITY DISCOUNT PRICING IF RELEVANT HOWEVER; THERE ARE NO GUARANTEE OF SPECIFIC QUANTITIES IMPLIED FOR FINAL ORDERING. IF THE RESPONDENT IS NOT SUBMITTING A QUOTE FOR A PARTICULAR ITEM THEN THEY SHOULD ENTER "N/A" IN THAT AREA. IF INSTALLATION COSTS ARE THE SAME NO MATTER WHAT QUANTITY IS ORDERED THEN THE RESPONDENT MUST ENTER THAT AMOUNT IN ALL INSTALLATION COSTS FIELDS. THE PRICING AND SOLUTIONS PROVIDED BY THE RESPONDENT ON THIS WORKSHEET MUST/WILL ALSO ABIDE BY ALL BID CONDITIONS AS OUTLINED IN THE ENTIRE BID. THE SCHOOL RESERVES THE RIGHT TO AWARD BID ITEMS SEPARATELY OR AS A WHOLE (BY WORKSHEET) WHICH WILL BE DETERMINED BY THE SCHOOL BASED ON SPECIFIC NEEDS, ADVANTAGES AND/OR CHALLENGES. PLEASE FOLLOW ALL INSTRUCTIONS IN FULL AS PRESENTED TO ENSURE THAT YOUR QUOTE RESPONSE IS VALID AND CAN BE ACCEPTED ACCORDINGLY. PEPPM QUOTE RESPONSES WILL BE SCORED BASED ON THE CRITERIA LISTED AT THE BOTTOM OF THIS DOCUMENT (IN THE PINK HIGHLIGHTED BOX) WHEREAS PRICING WILL BE THE MOST HEAVILY WEIGHTED CRITERIA. **THE DISTRICT CURRENTLY LEVERAGES AN EXTREME NETWORK SOLUTION EQUIPMENT INFRASTRUCTURE BUT WILL CONSIDER ALTERNATIVE EQUIVALENT SOLUTIONS. IN ADDITION TO RETURNING THIS EXCEL FILE (FILLED OUT) AS PER THE DIRECTIONS LISTED BELOW THE RESPONDENT MUST ALSO INCLUDE THE SIGNED CONTRACT PAGE DOCUMENT WHICH WAS INCLUDED IN THE E-MAIL SENT TO THE PEPPM VENDOR COMMUNITY INFORMING THEM OF THIS OPPORTUNITY.**

| | | | | | | | | | | | | | | | |
|---------------------------------|---|---|--|---|---|---|---|---------|---------------------------|---------------------------|--|---------|---|---|--|
| | <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">RESPONDENT NAME:</div> | ePlus Technology | | <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">RESPONDENT CONTACT NAME:</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">CONTACT E-MAIL:</div> <div style="border: 1px solid black; padding: 2px;">CONTACT PHONE:</div> | pat rucker prucker@EPLUS.com X | | | | | | | | | | |
| | | | | RESPONDENT'S SUBMITTAL: | | | | | | | | | | | |
| | ITEM #: ITEM/SERVICE DESCRIPTION: | | | | | MANUFACTURER (ENTER YOUR MANUFACTURER SOLUTION EQUIVALENT OR "SAME" FOR SOLUTION AS DESCRIBED IN COLUMN A): | DESCRIPTION (ENTER YOUR SOLUTION'S DESCRIPTION OR "SAME" FOR DESCRIPTION AS DESCRIBED IN COLUMN E): | PART #: | 3-YEAR LEASING COST/UNIT: | 5-YEAR LEASING COST/UNIT: | | | PER UNIT INSTALLATION COST (SEE INSTALLATION REQUIREMENT DETAILS AS LISTED IN BODY OF BID): | PER UNIT INSTALLATION COST @10 thru 19 units - (SEE INSTALLATION REQUIREMENT DETAILS AS LISTED IN BODY OF BID): | PER UNIT INSTALLATION COST @50+ or more units - (SEE INSTALLATION REQUIREMENT DETAILS AS LISTED IN BODY OF BID): |
| 10 | Extreme Dual band Dual Radio 802.11ac/abgn, 4x4:4 MIMO Indoor wave2 access point with eight internal antenna array and active/active E/N data ports. Restricted Regulatory Domain: FCC (For following countries: US, Puerto Rico, Colombia) | | | | X | | X | X | \$0.00 | \$0.00 | | | \$0.00 | \$0.00 | \$0.00 |
| | | | | DEFINE ALL INCLUDED SERVICES AND/OR WARRANTIES & TERM OF COVERAGE: | | PROVIDE PART # AND COST IF ADDITIONAL/EXTENDED SERVICES ARE AVAILABLE: | | | | | | PART #: | COST: | | |
| RESPONDENT COMMENT (If needed): | | (see included detail sheets and pricing as per leasing options) | | | | | | | | | | | | | |
| 13 | Dual band Dual Radio 802.11ac/abgn, 2X2 MIMO Indoor wave2 wall plate access point. Restricted Regulatory Domain: FCC (For following countries: US, Puerto Rico, Colombia) | | | | X | | X | X | \$0.00 | \$0.00 | | | \$0.00 | \$0.00 | \$0.00 |
| | | | | DEFINE ALL INCLUDED SERVICES AND/OR WARRANTIES & TERM OF COVERAGE: | | PROVIDE PART # AND COST IF ADDITIONAL/EXTENDED SERVICES ARE AVAILABLE: | | | | | | PART #: | COST: | | |
| RESPONDENT COMMENT (If needed): | | (see included detail sheets and pricing as per leasing options) | | | | | | | | | | | | | |

| | | | | | | | | | | |
|---------------------------------|--|--|---|---|---|--------|--|---------|--------|--------|
| 14 | Indoor access point and surveillance camera: <u>NOTE---</u> <u>INCLUDE E-RATE COST-ALLOCATION % FOR INELIGIBLE FUNCTIONALITY PORTION.</u> | EXTREME WS-AP3916I-FCC | X | X | X | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| | | DEFINE ALL INCLUDED SERVICES AND/OR WARRANTIES & TERM OF COVERAGE: | | | | | PROVIDE PART # AND COST IF ADDITIONAL/EXTENDED SERVICES ARE AVAILABLE: | PART #: | COST: | |
| | | | | | | | | | | |
| RESPONDENT COMMENT (if needed): | | (see included detail sheets and pricing as per leasing options) | | | | | | | | |

| LEGEND/DEFINITION OF BID SCORING CRITERIA: | |
|--|---|
| CRITERIA #1: | LOWEST COST FOR EQUIVALENT MINIMUM ITEM (40%) |
| CRITERIA #2: | SERVICE PROVIDER'S SOLUTION INTEGRATION WITH EXISITING INFRASTRUCTURE (30%) |
| CRITERIA #3: | DISTRICT'S PREVIOUS EXPERIENCE WITH PRODUCT AND/OR SERVICE PROVIDER (20%) |
| CRITERIA #4: | SERVICE PROVIDER'S E-RATE COMPLIANCE AND UNDERSTANDING (10%) |
| CRITERIA #5: | N/A (X%) |
| CRITERIA #6: | N/A (X%) |



April 4, 2017

Ms. Jolinda Wilson
Chief Financial Officer
Greencastle-Antrim School District
500 E. Leistersburg St.
Greencastle, Pennsylvania 17225

Dear Jolinda,

ePlus Group, inc., in conjunction with ePlus Technology, inc., ("ePlus"), is pleased to submit the following Installment Payment Agreement proposal covering the Meraki Wireless Network solution for your consideration. The following is a summary of our offer:

SUMMARY OF TERMS AND CONDITIONS

Contractor: ePlus Group, inc. or its assigns

Customer: Greencastle-Atrim School District, Pennsylvania

Structure: Tax-exempt Installment Payment Agreement ("IPA") with Schedules specifying those items that are specific to a single transaction (e.g., payments, asset, costs, term) and that are otherwise subject to the terms and conditions of the Master Agreement.

Assets: Meraki Wireless Network solution as quoted by ePlus Technology, inc. The solution including the equipment, software or licensed products, services, and/or maintenance are called the "Assets".

Initial Term: Three (3), Four (4) or Five (5) years with annual payments in advance

IPA Start Date: The IPA agreement shall commence on acceptance with the first payment due 7/1/17.

Total Solution Price: Option 1 - \$520,548.49

IPA Rates:

| Initial IPA Term | Rate Factor | Est. Annual Payment |
|------------------|-------------|---------------------|
| 3-years | .35181 | \$183,135.38 |
| 4-Years | .27171 | \$141,436.19 |
| 5-Years | .22416 | \$116,685.03 |

Total Solution Price: Option 2 - \$454,680.49

IPA Rates:

| Initial IPA Term | Rate Factor | Est. Annual Payment |
|------------------|-------------|---------------------|
| 3-years | .35181 | \$159,962.20 |
| 4-Years | .27171 | \$123,539.46 |
| 5-Years | .22416 | \$101,920.20 |

- Rate Adjustment:** The IPA rate once scheduled and contracted will remain fixed for the duration of the Initial lease term. Rates are subject to change, for every 25 basis point change in the yield on the like term Interest rate SWAP as quoted in the ICE Benchmark Administration ICE Swap Rate as referenced in the USD Rates 1100 series run, the IPA Rate Factor will change 20 basis points in the same direction.
- Net Agreement:** The Agreement shall be a net agreement providing that the Customer shall bear all expenses associated with the Asset, including those relating to maintenance, operation, insurance, taxes and third party claims. The Customer will pay Payments and all other amounts without set-off, abatement or reduction for any reason whatsoever.
- Essentiality:** Customer shall warrant to ePlus that the Asset is essential to Customer's proper, efficient and economic operation.
- Net Transaction:** The Customer will be responsible for the payment of all applicable taxes (other than on the ePlus' net income), insurance (unless self insured and approved by ePlus), maintenance and all other costs in connection with the Assets and its operations. Customer shall retain all rights and warranties granted by any Supplier and/or any manufacturer.
- Non-Appropriation:** Each IPA is subject to termination due to non-appropriation of funds by the Customer as set forth in the IPA.
- Documentation:** Duly executed Agreement and other appropriate documents and certificates including without limitation board authorizing resolutions, IRS 8038-GC. audited financials and other such documentation as is reasonably requested by ePlus.
- Insurance:** The risk of loss on the Asset is borne solely by the Customer. Customer shall be required to purchase and maintain during the Term (i) comprehensive public liability insurance naming ePlus as additional insured; (ii) "all risk" physical damage insurance in a minimum amount of the Purchase Price, naming ePlus as first loss payee; and (iii) workmen's compensation insurance or Customer shall self-insure.
- Expiration Date:** This proposal letter will expire in thirty (30) days unless extended in writing by ePlus.
- Approvals:** This proposal is expressly conditioned upon and made subject to (1) final credit review and approval of the investment in and in the economics of the proposed transaction, and (2) execution of all documentation and in form and substance satisfactory to all parties to the transaction.

Thank you for the opportunity to present this proposal. We look forward to a favorable decision on this transaction. If you should have any questions or require further information, please feel free to call me directly at (919) 767-2965.

Sincerely,



Steve T. Bland
Municipal Business Manager
Proposal Acceptance

| Line No | MFG SKU | MFG Name | Description | Qty | GASD price | 3 year payme | 4 year payme | 5 year payments |
|---------|--------------------|----------|---|-----|--------------|--------------|--------------|-----------------|
| 1 | MS250-24P-HW | CISCO | MERAKI MS250-24P L3 STCK CLD-MNGD 24X GIGE 370W POE SWITCH | tbd | \$ 2,288.50 | \$ 805.12 | \$ 621.80 | \$ 512.99 |
| 2 | LIC-MS250-24P-5YR | CISCO | MERAKI MS250-24P ENTERPRISE LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 324.62 | \$ 114.21 | \$ 88.20 | \$ 72.77 |
| 3 | MS250-48FP-HW | CISCO | MERAKI MS250-48FP L3 STCK CLD-MNGD 48X GIGE 740W POE SWITCH | tbd | \$ 3,903.10 | \$ 1,373.16 | \$ 1,060.50 | \$ 874.91 |
| 4 | LIC-MS250-48LP-5YR | CISCO | MERAKI MS250-48LP ENTERPRISE LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 504.53 | \$ 177.50 | \$ 137.08 | \$ 113.10 |
| 5 | MS350-24P-HW | CISCO | MERAKI MS350-24P L3 STCK CLD-MNGD 24X GIGE 370W POE SWITCH | tbd | \$ 2,969.30 | \$ 1,044.64 | \$ 806.78 | \$ 665.59 |
| 6 | LIC-MS350-24P-5YR | CISCO | MERAKI MS350-24P ENTERPRISE LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 445.87 | \$ 156.86 | \$ 121.14 | \$ 99.94 |
| 7 | MS350-24X-HW | CISCO | MERAKI MS350-48FP L3 STCK CLD-MNGD 48X GIGE 740W POE SWITCH | tbd | \$ 3,447.70 | \$ 1,212.94 | \$ 936.76 | \$ 772.83 |
| 8 | LIC-MS350-24X-5YR | CISCO | MERAKI MS350-24X ENTERPRISE LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 785.70 | \$ 276.42 | \$ 213.48 | \$ 176.12 |
| 9 | MS350-48FP-HW | CISCO | MERAKI MS350-48FP L3 STCK CLD-MNGD 48X GIGE 740W POE SWITCH | tbd | \$ 5,352.10 | \$ 1,882.93 | \$ 1,454.20 | \$ 1,199.72 |
| 10 | LIC-MS350-48LP-5YR | CISCO | MERAKI MS350-48LP ENTERPRISE LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 735.29 | \$ 258.68 | \$ 199.78 | \$ 164.82 |
| 11 | MS425-16-HW | CISCO | MERAKI MS425-16 L3 CLD-MNGD 16X 10G SFP+ SWITCH | tbd | \$ 6,440.00 | \$ 2,265.67 | \$ 1,749.79 | \$ 1,443.58 |
| 12 | LIC-MS425-16-5YR | CISCO | MERAKI MS425-16 ENTERPRISE LICENSE AND SUPPORT, 5 YEARS | tbd | \$ 966.10 | \$ 339.89 | \$ 262.50 | \$ 216.56 |
| 13 | MA-SFP-10GB-LR | CISCO | MERAKI 10G BASE LR SINGLE-MODE | tbd | \$ 1,837.70 | \$ 646.53 | \$ 499.31 | \$ 411.93 |
| 14 | MA-SFP-10GB-SR | CISCO | MERAKI 10G BASE SR MULTI-MODE | tbd | \$ 457.70 | \$ 161.02 | \$ 124.36 | \$ 102.60 |
| 15 | MA-SFP-1GB-SX | CISCO | MERAKI 1000BASE SX MULTI-MODE | tbd | \$ 230.00 | \$ 80.92 | \$ 62.49 | \$ 51.56 |
| 16 | MA-QSFP-40G-SR4 | CISCO | MERAKI SR4 QSFP 40G TRANSCEIVER | tbd | \$ 1,377.70 | \$ 484.69 | \$ 374.33 | \$ 308.82 |
| 17 | MA-QSFP-40G-LR4 | CISCO | MERAKI LR4 QSFP 40G TRANSCEIVER | tbd | \$ 5,014.00 | \$ 1,763.99 | \$ 1,362.33 | \$ 1,123.93 |
| 18 | MA-CBL-40G-50CM | CISCO | MERAKI 40GBE QSFP CABLE, 0.5 METER | tbd | \$ 46.00 | \$ 16.18 | \$ 12.50 | \$ 10.31 |
| 19 | MA-CBL-40G-1M | CISCO | MERAKI 40GBE QSFP CABLE, 1 METER | tbd | \$ 92.00 | \$ 32.37 | \$ 25.00 | \$ 20.62 |
| 20 | MA-CBL-40G-3M | CISCO | MERAKI 40GBE QSFP CABLE, 3 METERS | tbd | \$ 138.00 | \$ 48.55 | \$ 37.50 | \$ 30.93 |
| 21 | LIC-MX600-SEC-5YR | CISCO | MERAKI MX600 ADV SECURITY LICENSE 5YR (FIRST YEAR ON US) | tbd | \$ 37,546.67 | \$ 13,209.38 | \$ 10,201.66 | \$ 8,416.38 |
| 22 | MX600-HW | CISCO | MERAKI MX600 Cloud Managed - firewall | tbd | \$ 14,717.70 | \$ 5,177.87 | \$ 3,998.89 | \$ 3,299.09 |

FRN QTY OF 3

FRN QTY OF 3

FRN QTY OF 8

FRN QTY OF 8

FRN QTY OF 1

FRN QTY OF 1

FRN QTY OF 22

FRN QTY OF 2

FRN QTY OF 4

FRN QTY OF 1

Quote Number

22015177

Greencastle-Antrim School District

| Line No | MFG SKU | MFG | Description | Qty | GASD price 3 year pay 4 year pay 5 year payments | | | |
|---------|-------------|-------|----------------------------------|-----|--|-----------|-----------|-----------|
| 1 | MR52-HW | CISCO | MERAKI MR52 CLOUD MANAGED AP | tbd | \$643.54 | \$ 226.41 | \$ 174.85 | \$ 144.25 |
| 2 | MR42-HW | CISCO | MERAKI MR42 CLOUD MANAGED AP | tbd | \$505.54 | \$ 177.86 | \$ 137.36 | \$ 113.32 |
| 3 | LIC-ENT-5YR | CISCO | MERAKI MR ENTERPRISE LICENSE 5YR | tbd | \$176.00 | \$ 61.92 | \$ 47.82 | \$ 39.45 |

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| MFG SKU | MFG Name | Description | Qty | GASD price | 3 year payme | 4 year paymer | 5 year payments |
|----------------|----------|--|-----|-------------|--------------|---------------|-----------------|
| LIC-MX600-SEC- | CISCO | MERAKI MX600 ADV SECURITY LICENSE 5YR (FIRST YEAR ON US) | tbd | \$37,546.67 | \$ 13,209.38 | \$ 10,201.66 | \$ 8,416.38 |
| MX600-HW | CISCO | MERAKI MX600 Cloud Managed - firewall | tbd | \$14,717.70 | \$ 5,177.87 | \$ 3,998.89 | \$ 3,299.09 |

| | | | | | | | |
|---|--|--|--|--|--|--|--|
| Initial Term: Three (3), Four (4) or Five (5) years with annual payments in advance | | | | | | | |
| IPA Start Date: The IPA agreement shall commence on acceptance with the first payment due 7/1/17. | | | | | | | |
| Total Solution Price: Option 1 - \$520,548.49 | | | | | | | |
| IPA Rates: | | | | | | | |
| Initial IPA Term Rate Factor Est. Annual Payment | | | | | | | |
| 3-years .35181 \$183,135.38 | | | | | | | |
| 4-Years .27171 \$141,436.19 | | | | | | | |
| 5-Years .22416 \$116,685.03 | | | | | | | |
| | | | | | | | |
| Initial IPA Term Rate Factor Est. Annual Payment | | | | | | | |
| Total Solution Price: Option 2 - \$454,680.49 | | | | | | | |
| IPA Rates: | | | | | | | |
| 3-years .35181 \$159,962.20 | | | | | | | |
| 4-Years .27171 \$123,539.46 | | | | | | | |
| 5-Years .22416 \$101,920.20 | | | | | | | |
| | | | | | | | |

GREENCASTLE-ANTRIM SD
500 E. LEITERSBURG STREET
GREENCASTLE, PA 17225
PEPPM MINI BID #: YR200006 (A - B) LEASE

LEASE CONTRACT AGREEMENT

RESPONDENT: ☒ ePlus Technology Inc. SPIN: ☒ 143006553

CONTRACT #: GASD YR200006- A&B&FW - LEASED CONTRACT AWARD DATE: 4/21/2017

RE: GASD YR20 EQUIPMENT LEASE TERM: 5-YR TERM 5/1/2017 - 6/30/2022

BID #: PEPPM MINI BID YR200006- A&B&FW - LEASED

To Whom It May Concern:

This letter is to confirm with you the acceptance of your price quote/bid proposal for specific bid equipment/service items (as identified above) within your company's price quotation(s)/proposal in accordance with the school's PEPPM Mini Bid/Contract procedure referenced above. This dually signed letter along with your submitted spreadsheet quote response will constitute the contract of record for these items/services and corresponding term.

This purchase/service agreement is/may be contingent upon E-rate funding. Upon receiving such approval from the SLD the school will/may initiate service requests pursuant to the contract terms of the Bid and E-rate regulations. Awarding of funding from SLD does not guarantee the school will move forward with the acquisition of services and/or equipment bid items, whether in-whole or part. Please note that there may be numerous service requests leveraged against the pricing submitted within the accepted bid response to address various site/office requirements. Services will have E-rate ramifications and cannot be received before April 1st, of 2017 (beginning service contract date) or invoiced before July 1st 2017. Additionally, any and all issued invoices for equipment or services with E-rate ramifications will only reflect the school's "Fair-share" portion of said purchase when applicable. Vendor is responsible for invoicing the E-rate program directly for the funded portion of the items and/or services as per contract. Thus the school should receive discounted invoices reflecting its fair-share amount of the monthly invoices and/or one-time non-recurring costs. Your support in abiding by these SLD (E-Rate) and school imposed restrictions and procedures are required and greatly appreciated. Note that the school has reserved the right to increase/decrease the quantities and/or levels of service items as specified within the Bid contract and to extend contract pricing for up to one (1) additional year if needed to address E-rate funding delays, project delays and/or extensions.

In acceptance of these terms and conditions, please sign below:

Authorized Vendor representative confirmation:

[Printed Name]: ☒ Patrick Rucka [Email]: ☒ prucker @ eplus.com
[Signature]: ☒ [Name & Title]: ☒ Acct Mgr.

Authorized School representative:

[Printed Name]: Dwight Bard [Email]: dbard@gcasd.org
[Signature]: [Name & Title]: Dwight Bard, Director of Technology

The undersigned, as authorized representatives of the identified company listed below, hereby propose and agree to provide the originators of this Bid process any/all of the items/services to which a cost has been submitted. This proposal is subject to all terms of the specifications, bid conditions and instructions outlined herein, where we hereby agree to provide such item/s as awarded to us. This bid is only valid when completed with an original signature of a properly authorized representative of the submitting company.

Company Name: ePlus Technology Inc.
Signature: [Signature]
Printed Name: Patrick S. Rucka
Phone Number: 610-495-1235 E-mail: prucker @ eplus.com